Improving Tribal –DoD Relations:

Contracting Programs

Work Available at DoD Sites

Construction:

- Demolition
- Paving
- Cleanup
- Soil removal/ excavation
- Environmental service support

Services:

- Facility Management (e.g., library)
- Information Technology (e.g, managing networks)
- Archaeology / specialized cultural expertise
- Retail office supplies and products

DoD Policy

- **Capacity Building – building a good foundation**
  - **Is consistent with Department of Defense's 1998 American Indian and Alaska Native Policy**
  - **Simplifies contract monitoring,**
  - **Lower costs, and**
  - **Promotes government/tribal relationships**

Procurement Contracting Tools

- **Primary Procurement Contract Forms**
  - **Blanket Purchase Agreements (BPU)**
  - **Task/delivery order**
  - **Firm Fixed-price contracts**
  - **Cost-reimbursement (rarely used at the base level)**
- **Other contracting tools**
  - **Cooperative Agreements (CAs)**
  - **Memorandums of Understanding (MOU)**
  - **Government Purchase Card (Formerly IMPAC)**

Basic Steps in the Contracting Process

- **Identify the requirement**
- **Develop detailed statement of work (SOW)**
- **Determine the best contracting tool with contracting office Influential factors:**
  - **Cost**
  - **Expertise**
  - **Risk**
  - **Small Business goals**
  - **Planning and execution time**
- **Evaluate proposals and make award**
- **Performance evaluation**

Government Responsibilities

- Educate contractors
- Monitor their expenditures
- Ensure contractor responsibility
- Monitor schedules, measure milestones
- Pay them timely for work completed
- Effective and consistent communication at every step!

Small Business Contracting Program

- **DoD and the Small Business Administration (SBA) work with small businesses to encourage development of new sources of goods and services**
- **To participate, Native American firms must:**
  - **Be for-profit (partnership, sole proprietor, corporation, joint venture, association, trust or cooperative)**
  - **Be considered capable of performing contract tasks**
  - **Provide required certifications (e.g. Drug-free workplace, payment of required wage rates, etc.)**

SBA - Special /Disadvantaged Business Programs

- 8(a) Business Development Program
  - Build capacity so firms can thrive in competitive business environment
- Mentor-Protégé Program

  Create successful DoD contractors of the future
  - SBA - Part of 8(a) program
  - DoD has similar program
- Small Disadvantaged Business (SDB) Program
  - Boost SDB participation in federal procurement to overcome effects of

SBA - Special /Disadvantaged Business Programs (Cont.)

- HUB Zone Program ("Historically Underutilized Business Zone")
  - Provides preferences to encourage economic development in HUB Zones
  - All Indian reservations qualify as a HUB Zone
- Veteran-owned Small Businesses
- Women-owned Businesses

Other Special Procurement Programs

- **DoD Indian Incentive Program**
  - **Pays prime contractor 5% of amount subcontracted to an "Indian organization or Indian-owned economic enterprise"**
- **HBCU/MI (Historically Black Colleges and Universities / Minority Institutions)**
- **Native American Initiative (Air Force)**
- **NISH (Nat'l Institute for the Severely Handicapped)**

Current & Past Contracts With Native Americans

- **CA With Evansville Village in Alaska**
- **CA With Metlakatla Indian Community, Alaska**
  - **Site Investigation and Cleanup**
- **CA With Oglala Sioux, South Dakota**
  - **Clean Up Activities at Badlands Bombing Range**
- **CA With Central Counsel of Tlingit and Haida Indian Tribes of Alaska**
  - **Collecting Data Regarding DoD Environmental Impacts**
- **Contract With Pueblo of Laguna, New Mexico**
  - **Construction Work**
- **Contracts Between Army Corps & Alaska Native Corp**

What to Advise Tribes

- **Know your capabilities and availability**
  - **SBA registration and certification**
  - **Federal supply schedule - GSA**
  - **DoD central contractor registration**
  - **Seek subcontracting opportunities**
  - **Monitor for local purchase opportunities**
- **Use e-commerce tools (the Internet)**
- **Get to know your local SBA advocate**

Sources of Information and Assistance for Tribes

- **Installation and regional military contracting offices**
- **National Center for American Indian Economic Development (NCAIED)**
- **Procurement Technical Assistance Cooperation (PTAC) Agreement Program**
- **SBA Tribal Business Information Centers**
- **Native American Business Alliance**
- **U.S. Department of Commerce Native American Business Development Centers (NABDCs)**

Sources of Information and Assistance (Cont.)

- **National Federation of Indian Businesses**
- **DoD's Office of Small Business Programs**
- **Solicitation mailing lists**
- **Bid Boards - Available locally**
- **Commerce Business Daily**
- **Use the internet**